GAS SALESMAN IS ONE LARGE PROBLEM

In Speech Before Convention George Williams Declares eat Demand Grows.

se Williams' paper on "Selling the convention, contained many helpful suggestions, ell received by the delegates.

Williams said, in part: uses for heat are multiplying ey will continue to multiply, bu more customers with gas and actter salesmen service is needed "There is no magical short-cut be tween an ordinary output of gas and

a larger one. The sale of gas and exempt from the same expert sales work which has been essential to every other great manufacturing and mercantile achievement.

other great manufacturing and mecantile achievement.

"From the standpoint of commercial progress, it is unfortunate that gas companies acquired a great portion of their business without solicitation for there are many examples in other times of business where an expert sales organization was the sale method ny which the products were successfully put on the market. In creating a market for goods for which there was no demand they built scientific sales organizations.

demand they built acientific sales organizations.

"Gas companies today are confronted with a selling problem, and it is tremendously big.

"Engineers have made it easy to supply gas service. The town is rare that can justly claim to have "poor gas." The merchandising problems are very much slower to solve.

"Connecting the work of the gas maker with the growing wants of the user requires more attention than nasheen given to it. It requires more engineers and more real salesmen. Salesmen are scarce and they always will be, although almost any man who will apply his energies to it can become a thoroughly capable salesman if directed by men who have had experience in the business and possess consistent conception of the possibilities in it.

This Is Good Time.

This Is Good Time. "Now is a good time for men with

also the time for salesmen to acquire more technical knowledge. It is the for every company to reorganize and train new business departments time for every company to put itself in an attitude toward the public of

im an attitude toward the public of desiring more husiness.

"This year might be considered an epoch in the gas industry. Companies that have existed on a sort of retail trade must now make preparations for a wholesale business. The industrial world is undersoing its most radical revolution. Hand tools are supplanted by power, coal by gas, electricity, and oll. The gas men are doing the least in adjustment to the new conditions. Hates are going lower. Few companies will be able to sell gas at a profit unless their output is greatly increased, said that portion of the installation of the proper appliances.

"The making of planes, sewinc machines, and automobiles was in ploneer days a marvel, but a simple process new compared to selling them. Gas service also now needs mere trained talent to sell it than to make it, and the talent lies in being able to sell it in various forms of service. This talent cannot be commanded at two or three dollars per day per man, and is not feating over the country looking for work. It has to be trained and trained by an experienced organization.

Public Is Misjudged.

"We handicap ourselves with the an than it actually does about the service we have for sale. We tail to provide facilities to find the numerous prodacts and operations that can be favor ably affected by the introduction of



CLUETT, PEABODY & CO., INC. MAKERS

"GAS FIRST"

What the gas men think of Washington as a meeting place for their association is shown in the following remarks by the editor of a gas journal freely distributed to delegates:

It is particularly fitting that the National Commercial Gas Association should meet in the National Capital this year, when so much is being done there affecting international business.

Conditions are becoming more steady. Every business is beginning to know where it stands today and to have a vision of what it will have to meet when the European storm has abated. The holocryptic veil is lifting and showing us a future bright to look upon.

The time is short-four days to hear the reports of the year's developments and plans for the future.

Of course it would be out of the question for any delegate to come to Washington and miss the inspirations which are to be had from visits to the historical, governmental and hallowed spots which stand for so much in our national being.

There is real inspiration to be had from visits to the place where Lincoln died, to the places where our laws are made and interpreted, to the places from which our agricultural, industrial and commercial enterprises receive Government support, and from the paintings and statues of our national heroes and statesmen and subjects portraying the character and spirit of our people.

A judicious measure of these will help all of us to do better work both in the convention and when we return to our places of labor at its conclusion. In this atmosphere, and with so bright an outlook, the spirit of the convention should be one of striking a new gait which will keep the gas business well in the front rank of industries.

"Gas First," is the keynote of this great meeting.

Great Cathedral Is Illuminated by Gas

Philadelphia Edifice Artistically Fitted Up With Gas Fixtures-James D. Lee, Jr., Tells How Church Lighting Lends Itself to Architectural Adornment.

"Church-lighting has been conceded even by persons in the gas business to be in the province of electricity. The very nature of the lighting repuires the use of units which lend hemselves most readily to decorative features and architectural adornment. The usual practice of outlining arches and studding friezes with electric lumps was considered a necessary part

FOR GAS IS BY FEET

These delay many manufacturing some-rus far exceed the uses for jower. Opportunities for good patronage are delayed from the collection and demonstration or including explains and collection and demonstration or including explains and collection and collection or including explains and collection and collecti

How the great Cathedral of SS. Peter and Paul on Logan square in Philadelphia is artistically fitted up with seeighting fixtures is told by James D. Lee, jr., assistant illumination specialist of the United Gas improvement Company, of the Quaker City. Mr. Lee is attending the convention of the Commercial Gas Association.

Thus the lighting scheme. This was out of the question with gas lamps.

The improved method of modern limination has back of it as a basic idea the desire to present the interior at night in the same relative values of color and perspective in which it is observed by day. By reason of the few lighting hours in churches, as compared with other buildings, large installations and high cost of energy are is small consequence in a considera-

To weak kidneys and measurement of the quantity of gas. As it is really a measurement, it stands. It isn't twelve inches that its measured, however—simply gas.

KEEP LOOKING YOUNG

KEEP LOOKING YOUNG

It's Easy If You Know What

"Liver Health" will do for You.

The secret of keeping young is to feel young—to do this you must watch your liver and bowels—there's no need of having a sallow complexion—dark rings under your eyes—pimples—a billous look in your face—dull eyes with no sparkle.

Your doctor will tell you 90 per cent of all sickness comes from inactive bowels and liver. A physician in New Jersey has perfected a compound to avoid using dangerous-poisonous calonel to act on the liver and bowels—the will be gave to his patients for years. Itay's Liver Health, substitute for all sickness comes from inactive bowels and liver. A physician in New Jersey has perfected a compound to avoid using dangerous-poisonous calonel to act on the liver and bowels—the gaines of spirit, that natural 'uoyance which should be enjoyed by everyone, by toning in the liver and clearing the system of the property of the pr

INTENSIVE EXHIBIT OF GAS APPLIANCES

Sixty-four Manufacturers Have Their Most Recent Products on Display Here.

Sixty-four manufacturers of gas sp pliances, from a dim light to apparatus for the heating of an office building. have co-operated with Will B. Barnes. of New York, and W. Griffin Gribbe

Gas Convention Program

WEDNESDAY. Afternoon-Sight - seeing trip

for ladies. Evening-Theater party at Belasco, followed by after theater supper and dance in

red room, Willard. THURSDAY. Evening - "Meeters" dinner, Raleigh ball room. Whist party for ladies in blue room

FRIDAY.

of Willard.

All day-Golf match at Co-

for the heating of an office building. have co-operated with Will B. Barnes, of New York, and W. Griffin Gribbel, of Philadelphia, in the preparation of what is called an intensive exhibition of gas appliances at the Willard, and in all-ries, so they state the economy and stream of the schibition of gas appliances is regarded by the gas men as one of the most remarkable and comprehensive ever given. The sast men generally gives Barnes of this showing to Messra. The Idea on which the managers of the schibit worked was to secure from each of those securing space the most important and newest piece of appliance manufactured to the exclusion of other manufactures that has been that cach manufactures that has been that cach sive demonstration of his most important product and there is a variety in the exhibition that was never before attained. Another result, which Messra, Barnes and Gribbel point to with some operation of the data through the cooperation of the data through the convention here, the Washingtonians interested in making the city a big convention city, the cost to each exhibitor has been that through the cooperation of the data through the cooperation of the data through the cooperation of the fast through the cooperation of the data through the cooperation of the data through the cooperation of the data through the cooperation of the fast through the cooperation of the fast through the cooperation of the fast through the cooperation of the little in excess of 440, while herefolores the lowest figure attained and another through the cooperation of the fast through the cooperation of the fast through the cooperation of the fast through the cooperation of the latter through the cooperation of the fast through the cooperation of the latter through the cooperation of the fast through the cooperation of the latter through the cooperation of the latter through the cooperation of the latter throug

Tells why everyone should drink hot water each morning before breakfast.

in the desire to present the interior is died the desire to present the interior is a light in the same relative values of color and perspective in which it is observed by day. By reason of the tendence of color and perspective in which it is observed by day. By reason of the tendence of color and perspective in which it is observed by day. By reason of the tendence of color and perspective in which it is observed by day. By reason of the color and perspective in which it is observed by day. By reason of the color and perspective in which it is observed by day. By reason of the color and perspective in which it is observed by day. By reason of the color and perspective in which it is observed by day. By reason of the color and perspective in which it is observed by day. By reason of the color and perspective in which it is observed by day. By reason of the color and perspective in which it is observed by day. By reason of the color and perspective in which it is observed by day. By reason of the color and perspective in the color and perspective in the first part of the color and perspective in the co

WATERWAYS BODY TO EXHIBIT "MOVIES"

Pictures of the Mississippi Wil Be Shown at Rivers and Harbors Congress Here.

Motion pictures of "The Father o Waters" on a rampage will be a fea-ture of the National River and Harbot Congress which opens in this city De-

This will be the first time these pic tures, taken when the Mississippi river rose sixty feet and burst through the rose sixty feet and burst through the levees at Vicksburg, have been shown here. The swell of the great stream, the breaking of the levees and the flooding of plantations for a distance of twenty miles will be shown, as will the weaving of the mile-long must of withes and branches to*repair the dam-

withes and branches to repair the damage.
Pictures will also be used to show the extent of commerce on the Great Lakes and congestion of freight and possible methods of handling it will be discussed by the nation's best authorities upon the subject.

Secretary Redfield, of the Department of Commerce, will speak at the congress. Col. C. McD. Townsend, Corps of Engineers, United States Army; Losan Waller Page, chief of the United States office of public roads; Senator Ransdell of Louisiana, Senator Reed of Missouri, Senator Phelan of Californis, Governor Dunn, of Illinois, and others, also will deliver addresses.

Resolve to Succeed

Throw off the handicap of petty ills that make you grouchy, listless and de-pressed. Get at the root of your ailments-clear your digestive system of impurities, put it in good working order-keep it healthy with

BEECHAM'S

They act promptly on the stomach, liver and bowels, removing waste matters and purifying the blood. Not habit forming, never gripe, but leave the organs strengthened. To succeed in life, or work, first have a healthy body. This fa-mous remedy will do much to

Help You

Big Xmas Stock

This store is headquarters for useful as well as attractive

Christmas goods ROLLER SKATES—A Big stock on hand, Steel

Lathe and Saw Combined, \$12.00

Tool Grinders, \$2.50 Up Work Benches, \$9 Up Shaving Brushes, 25c Up



Two-piece Stag Handle

Carving \$1.00 Up Handsome Three-piece, Carving Sets, in \$3.00

Celluloid Handle Knives. \$1.75 Set of

Nickel-Plated Percolators, \$1.75 Up Nickel-Plated Chafing Dishes, \$3.50 to \$20

Solid Polish Copper Chafing Dishes, \$5.00 Up Chafing Dish Spoons and Forks, 75c to \$2.50

Chafing Dish Flagons, \$1.75 to \$3.50

EGG SET

Cups on Tray, \$15.00 Set Electric Chafing Dishes, \$10 Up

Wheel Ball-Bearing Skates.... Tool Chests (filled with guaranteed tools), \$5 to \$25

Tool Cabinets (a place for each tool), \$5 to \$50 Foot-Power Scroll Saws, \$3.50 to \$5

Stainless Steel Knives Here's a Table Knife that positively won't atain. Comes in fine quality afeel with celluloid handle. No matter how long or for what purpose you use it, it will always be like new. SET \$3.00

Community Silver Showing the new patterns in the Famous Community Silver. The most beautiful and the most durable of all plated wares.

Teaspoons, 1/2 doz\$2.15 Dessert Spoons, 1/2 doz. \$4.00 Tablespoons, ½ doz. \$4.30 Dessert Forks, ½ doz. \$4.00 Table Forks, ½ doz. \$4.30

Chafing Dish Trays, From \$1.50 to \$9.00

Hand-Painted Mayonnaise Dressing Dishes and Almond Dishes, \$3.00 to \$7.00

Casseroles, with Copper Nickel-Plated Frames, \$1.50 Up

Electric Coffee Percolators, \$5.00 to \$15

COFFEE MACHINE

A Copper or Nickel-Plated Coffee Machine,

BARBER & ROSS The Big Hardware and Housefurnishings Store

Corner 11th and G Streets

Afternoon Bowling The Fad Is Growing!



When you have an hour at noon-an afternoon off when time drags-think of your muscles and then need of exercise. There can be no flabby muscles

If You Bowl! Come in the afternoon when the alleys are not

crowded and there is no wait for the alley.

The Leading Alleys of Washington

National Capitol Bowling Academy, 916-18 G St. N.W. Frank Sherman, 1321 H Southeast Bowling Alleys,

743-45 H St. S. E.

Casino Bowling Alleys, Inc. (Veirs Bros.), 14th and T Sts. N. W.

Grand Central Alleys and Billiard Parlors, Center Market, 7th St. Wing. Arcade Bowling Alleys, 14th and Park Road

All Use Brunswick-Balke-Collender Alley Equipment

OFFICE DESKS AT COST

Most any style and finish. These desks were left over from our last year's Government contract, and it is necessary to dispose of them quickly, as our

We are sure you will appre-

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floor space is overcrowded.

ciate the values.

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